



## **“Homer Whales LLC”**

***Empowering rural women to be global entrepreneurs within  
their communities.***

Business Plan

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By: Abigail Kokai

### **Contact Information**

Abigail Kokai

[finbump@homerwhales.com](mailto:finbump@homerwhales.com)

[www.homerwhales.com](http://www.homerwhales.com)

PO Box 1771

Homer, AK 99603

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# Executive Summary

## Opportunity

### Problem

With the rise of “handmade” and ‘makers movements’ sweeping through our homes and neighborhoods, it is no secret that today’s consumers are more aware when considering “who” it is that they are supporting when they purchase a product.

Individuals residing in rural communities throughout Alaska do not always have direct access to retail consumers and visitors. According to the Alaska Tourism Industry Association, nearly 2 Million visitors come to Alaska each year, spending 1.8 billion dollars while here - that averages out to \$900 spent here, per person. Of those 2 million visitors, 58% travel the state solely by means of cruise ship, thus preventing rural communities from any direct contact with potential consumers.

In Alaska, a state that thrives on the tourism industry, there is a great attention to Alaska-made products. The Division of Economic Development in Alaska initiated a “Made in Alaska” certification with a readily identifiable emblem, as a means for consumers to easily identify products manufactured in Alaska. The Made in Alaska program’s mission is to promote products made, manufactured, or handcrafted in the state. Alaska's businesses manufacture high quality products for markets in Alaska domestically and internationally. Products range from small gift items to large industrial modules.

For individual “handmade artists” or crafters marketing to a tourism industry is also highly seasonal. Residents in rural communities live there year-round and would benefit from a consistent stream of income. As many communities are isolated, the option of working from their home would ensure job stability.

### Solution

*"Homer Whales LLC"* establishes a facility in Homer, Alaska for skills training of hand-made stuffed animals and entrepreneurial business development, employing women from South Peninsula Haven House.

*"Homer Whales LLC"* is a manufacturing and wholesale retail business recently established in Homer, Alaska, owned and operated by Abigail Kokai. *"Homer Whales LLC"* produces simple hand-made stuffed animal toys (whales) using locally sourced repurposed denim jeans and other garments, and locally sourced remnant marine vinyl and outdoor fabrics from a local clothing manufacturer. Fabric is sourced from three local thrift stores including a Haven House Thrift Store, operated by the local women’s shelter, South Peninsula Haven House. Their mission is: To support and empower people impacted by domestic violence and sexual assault and to promote healthy families. Haven House Thrift Store

provides a source for materials, and "*Homer Whales LLC*" would like to develop a training program with the shelter, South Peninsula Haven House, empowering women through skills training and entrepreneurial business development. Women would learn skills associated with sewing, marketing, website development and management, and business operations. The facility would employ women to hand-make the stuffed animals and guide them through the process of establishing additional franchises (detailed in the "Potential for Franchise" section of this plan.)

This business model would be headquartered in Homer, Alaska. Homer is a rural community with a population of approx 5,000. It is accessible via the highway system, a regional airport and the Homer Marina with a deep-water dock and Alaska Marine Ferry Terminal. Homer is known to many as the "Halibut Fishing Capitol of the World", but it also boasts a large salmon concentration and with that an annual gathering of whales migrate through Kachemak Bay every fall.

At this time, there are a couple other textile manufacturing facilities based in Homer, including Nomar outdoor textiles and Nomad Shelter yurt manufacturing. "*Homer Whales LLC*" would provide training for the technical skills required for other textile manufacturing opportunities. This is a beneficial skill set, according to the Bureau of Labor Statistics, nationally, this industry makes up almost 150,000 jobs just in sewing machine operators alone.

## **Market**

The Market for "*Homer Whales LLC*" is comprised of many larger markets:

- "Made in Alaska" program markets
- Fair-trade consumers
- Locally hand-made consumers
- Baby/children's toys markets
- Home decor market

The target market for "*Homer Whales LLC*" is socially conscious parents (and friends of parents) age 24-40, residing in the Pacific Northwest region and Alaska.

## **Competition**

"*Homer Whales LLC*" focuses on locally hand-made products. In retail and gift shop settings throughout the state of Alaska, there are a lot of stuffed animals and related products that represent Alaska. But most of those products are not made in the state - or in the country for that matter. The purpose of "*Homer Whales LLC*" is to promote opportunities for local economic development, in accordance with the "Made in Alaska" program initiated by the Alaska Department of Economic Development.

Gund is a major manufacturer of stuffed animals that is carried by many regional museums and tourist centers. Gund is owned by Enesco LLC, a global company



with manufacturing locations scattered throughout the world. A Gund stuffed whale toy has no direct link with an individual maker or significance of the employment for the individual maker.

Ty Toys is another major manufacturer of small stuffed animals and bean-bag toys, but is carried in more specialty children's stores. They have built their brand upon the idea of "Collectors" toys, with limited-batch production runs. The exclusivity of this adds to the appeal of such toys. "Homer Whales LLC" produces *entirely* unique hand-made toys.

## Why Us?



Consumers are smart, and appreciate locally made items that represent their area. Each "Homer Whales LLC" is hand-made by a real person, in a real place. The economic significance of each whale sold is expressed through marketing efforts. The online registry provides buyers with a portal to get to know each individual maker and each individual whale they make. The whales offer a personal connection to each specific community.

As mentioned on FairTradeUsa.org website: "*The increased commitment to Fair Trade by major U.S. brands marks a unique opportunity for American consumers to choose responsibly-sourced products everywhere they shop,*" said Mary Jo Cook, Chief Impact Officer at Fair Trade USA. "*The 2011 SPINS data only further supports the idea that people want quality products that improve lives and protect the environment; they want to make every purchase matter.*"

Additionally, [new] research from Cone Communications showed that an overwhelming 94 percent of consumers are likely to switch brands, assuming price and quality are similar, to one that is associated with a good cause."

## Expectations

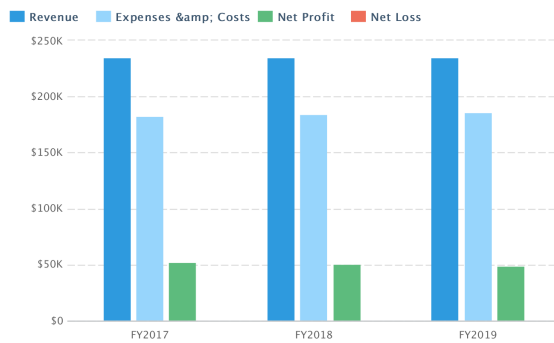
### Forecast

Financial projections are based on establishing a designated workspace in Homer, by renting a building. It is estimated that an average of four-part time employees will work an average of 20 hours each per week, earning \$9.00/hour.

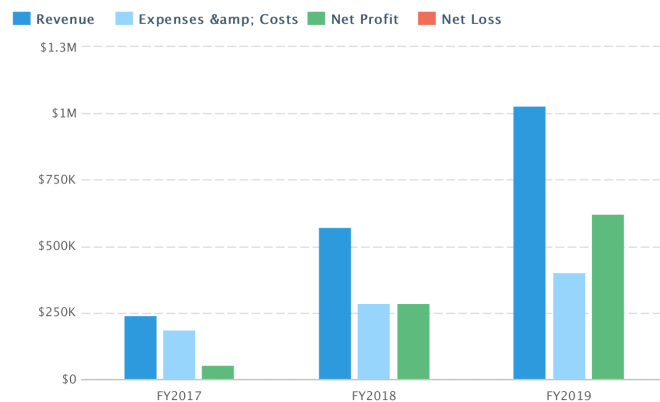
Skills training and business mentorship will be provided at no cost to the employees, provided outside of work hours. It is also estimated that an average of four contract employees will work an average of 10 hours either at home or at the work facility, being compensated per unit produced. It is estimated that as the owner of the business, I will be compensated with a salary of \$17.00/hour averaging 40 hours per week. Annual expenses include contracting two individuals, a website developer and a marketing specialist. After one year of working with women in Homer, “Homer Whales LLC” will be able to branch out to franchise partnerships for regional hand-making production (detailed in the “Potential for Franchise” section.) I have estimated that with this staff, we will produce an average of 800 whales per month. Based upon demand, we will be capable of adding more contract staff as needed for any large quantity orders.

## Financial Highlights by Year

Below are the projected financial highlights for “Homer Whales LLC” as a stand-alone company **without** franchise development.



Below are the projected financial highlights for “Homer Whales LLC” **with** franchise development with “Homer Whales of Alaska” beginning in year two of business.



# Target Market

The target market for "*Homer Whales LLC*" is socially conscious parents (and friends of parents) age 24-40, residing in the Pacific Northwest region and Alaska. Markets for "*Homer Whales of Alaska*" include several additional audiences:

- "Made in Alaska" supporters
- Local product supporters
- Alaska residents
- Hand-made and fair-trade consumers
- Baby/children's toys consumers

Four markets prospects can be defined as:

1. Baby Toys and Specialty Items  
Americans spend approx. \$800 each year on their babies
2. Home Decor - Textiles  
Americans spend approx. \$418 each year on home textiles and decor (GIANT Whales)
3. Children's Toys  
Parents in America spend an average of \$371 on children's toys each year
4. Hand-made products  
Individuals spend an average of \$30 per item for themselves, \$20 per item for gifts, totaling approx. \$300 each year on hand-made items

## Competition

### Current Alternatives

The term "hand-made" attracts many audiences. The model for "*Homer Whales LLC*" provides women with technical skills, direct marketing exposure, pre-establishes distribution and wholesale sales contracts, and offers the ability to work-from-home. Together, these opportunities present the skill-set for women to become their own entrepreneurs. So when a woman works for "*Homer Whales LLC*" (or franchise maker joins the "*Homer Whales of Alaska*" community), they already have established active buyers.

Lots of business models are directed at marketing to American consumers with the mission of empowering women living in third-world countries.

A couple examples of competitor web-stores include:

- The Bosh Bosh Project, empowering women in Liberia  
[www.boshbosh.org](http://www.boshbosh.org)

- Novica, a global handmade marketplace, sponsored by NatGeo [www.novica.com](http://www.novica.com)
- Etsy [www.etsy.com](http://www.etsy.com)

"Homer Whales LLC" draws attention to the economic needs and cultural significance of rural communities even within the United States.

## Our Advantages

"Homer Whales LLC" are unique one-of-a-kind handmade whale stuffed animals, constructed from locally sourced materials and re-purposed garment fabrics. Each whale is listed with information about the maker, where the whale was made, and a little back-story about the actual materials used. Consumers want to know 'the story' about what they are buying "Homer Whales LLC" enables each maker to tell just that - and in their own voice.

As stated in the recent article, *How Low Should Your Price Point Be for Handmade Crafts?* from CraftsReport.com, "Even with a fiercely competitive labor market or uncertain economic times, some experts have concluded that price isn't always the most important factor when it comes to selling crafts. Low prices may get people in the door initially, but it's quality and good service that will cultivate repeat business and a loyal clientele."

"...says Ann Barber of the National Craft Association, "I think true craft consumers interested in originality will spend the extra dollars for quality."

"What we see is that artisans who make original designs are selling," she explains. "I think [artists] willing to stay on top of the trends and keep their designs fresh will sell even in an uncertain economy."

Richard Bellando of the Craft Retailers Association For Tomorrow (CRAFT) says good service is also an important key to success since many consumers are loyal to crafts businesses that are attentive to their needs.

"The people who are doing well are the folks who are really centering in on their customer," says Bellando. "They know who their customer is, and they are giving their customer the best service they possibly can."

# Execution

## Marketing Plan

The most significant aspect of marketing for "*Homer Whales LLC*" is the website. The website will feature profiles for each individual maker and list all of the their products. Each maker's profile will give an intimate glimpse into his or her life. Consumers will get to 'meet' and communicate directly with each maker, developing direct connections with makers and consumers. Makers will be encouraged to maintain blogs about themselves and their community.

"*Homer Whales LLC*" will also rely on the online registry to inventory all whales produced and sales records.

The website and online registry will be the focus of advertising efforts. \$8,000 per year will be invested in marketing, addressing social media, email blasts, print advertising with the Alaska Dept. of Tourism, and securing print exposure and reviews in women's magazines, National Geographic, small business trade magazines.

Marketing will also include exhibiting at relative trade shows, wholesale shows, and presenting with small business and native development conferences.

Product pricing for "*Homer Whales LLC*" products ranges from \$7-\$40 for wholesale pricing and \$14-\$85 for direct individual retail sales. Each whale takes an average of about 30 minutes and \$1.20 to make. From June through October 2015, sales for "*Homer Whales LLC*" products have been consistent, even while concentrated solely with local direct sales averaging 67 units per month - without a web store or any print advertising. Through the *one-month* Kickstarter campaign online, 120 units sold and raised \$3,220.

Approximate cost for each product:

- Newborn: 30 minutes, \$.50 in supplies, wholesale \$7.00, retail \$14.00  
Total profit: \$2.00/\$9.00
- Small Fin Whale: 30 minutes, \$.90 in supplies, wholesale \$15.00, retail \$30.00  
Total profit: \$9.60/\$24.60
- Small Orca: 35 minutes, \$.90 in supplies, wholesale \$17.00, retail \$34.00  
Total profit: \$10.60/\$27.60
- Medium Fin Whale: 35 minutes, \$2.10 in supplies, wholesale \$22.00, retail \$44.00  
Total profit: \$14.90/\$36.90
- Medium Orca: 35 minutes, \$2.50 in supplies, wholesale \$24.00, retail \$48.00  
Total profit: \$16.50/\$40.50
- Giant Whale: 50 minutes, \$7.00 in supplies, wholesale N/A, retail \$85.00  
Total profit: \$69.00

Franchise "*Homer Whales of Alaska*" product pricing will be based on Homer Whales LLC pricing, but with consideration to additional craft techniques. For example, if a maker makes a whale made of arctic fox fur with decorative

beading because those are local craft traditions, the price is going to be relative to native art prices for an item of similar materials/ techniques. The business model of "*Homer Whales of Alaska*" will empower makers to experiment with materials/ techniques and test price-points for the authentic artisan items.

## Sales Plan

### Wholesale

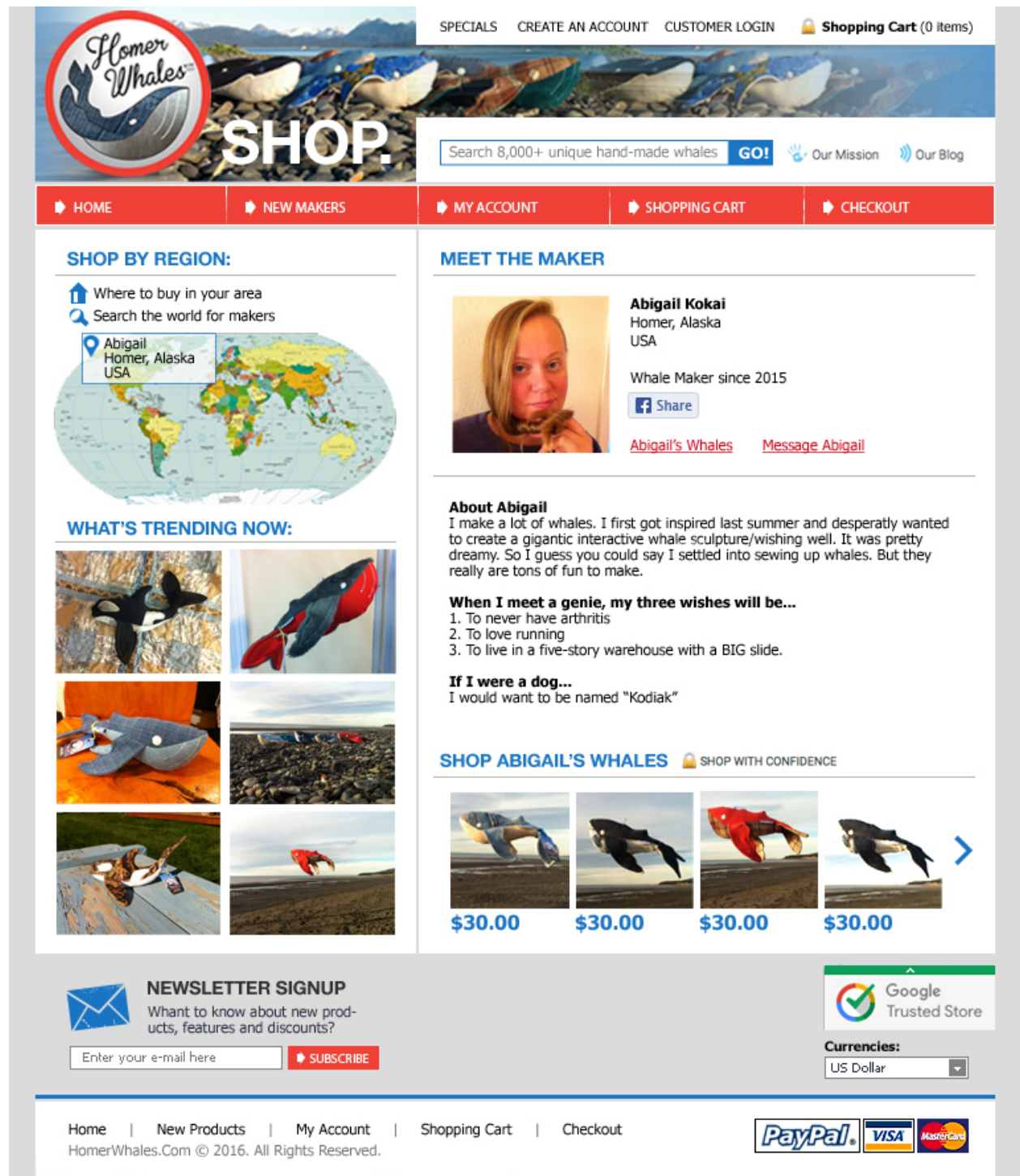
A marketing specialist will be hired as an independent contractor to coordinate direct meetings with wholesale buyers for identified cultural centers, museums, and sea life centers. The marketing specialist will also represent "*Homer Whales LLC*" at regional wholesale buyers shows.

### Retail

Contract employee makers will maintain their own personal online registry. "*Homer Whales LLC*" will also sell in local craft fairs throughout the year and in gift shops in Homer.

### Web-store

All employees and contract workers will set-up a personal profile in the online registry for the website. Women who are under protection for domestic reasons will not include photos or personal information, but will still be able to talk about their experience making whales and learning new techniques.



Above is a mock-up of online store with maker profile.

# Operations

## Locations & Facilities

*"Homer Whales LLC"* will have a designated work facility in Homer, Alaska. This space will need to be around 1,200 square feet, and provide workspace for up to 5 employees. This facility will also house materials and overhead inventory and serve as a training facility outside of production hours. Contract employees will have the option of working from their homes. Franchise makers will be working from home.

## Technology

*"Homer Whales LLC"* will need internet access in the work facility for website training and access. The website will be mobile-user friendly.

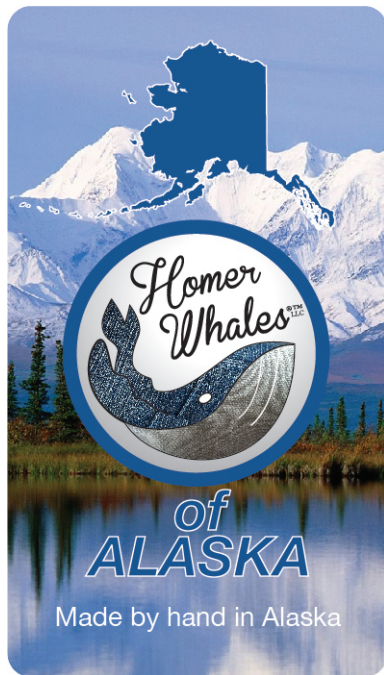
## Equipment & Tools

Materials used to make the whales will continue to be locally sourced re-purposed fabrics, including donations from the Haven House Thrift Store. The work facility will own 9 Bernina 330 sewing machines, 5 for the work facility and 4 to loan to contract employees for at-home production use. A delivery van will be purchased for shipping orders and receiving supplies. The van will also be used to transport materials to and from local craft fairs.



# Potential for Franchise

Through training and hands-on working experience, women employed by "Homer Whales LLC" will be encouraged to initiate franchise opportunities in other rural communities, starting with rural Alaskan communities. "Homer Whales of Alaska" is an example of a potential franchise. The concept behind "Homer Whales of Alaska" is a work-from-home business model that aims to enable individuals, including women, residing in rural communities throughout Alaska with tools and training on how they can produce and sell hand-made stuffed animals for personal income. The stuffed animals are based on the products of "Homer Whales LLC", including basic fin whales and orcas made using locally sourced re-purposed fabric from garments and jeans. "Homer Whales of Alaska" features re-purposed materials relative to each rural community and may include craft traditions relative to the people of each specific community. Finished handmade products from "Homer Whales of Alaska" will collectively represent native traditions and the current cultural climate of the state of Alaska.



While "Homer Whales of Alaska" focuses directly on rural communities within Alaska, this model can be applied to any location where whales are present. Take for example: "Homer Whales of Nova Scotia", or "Homer Whales of Nicaragua".



"Homer Whales of Alaska" offers an online web-store and establishes wholesale contracts for retail venues for the stuffed animals. Through a comprehensive web store, makers will maintain a personal online registry for each whale they make. The individual makers will have the option of three levels of participation within the online registry.

The individual maker will join the "Homer Whales of Alaska" franchise by paying an initial buy-in fee of \$1,500, and an annual membership due of \$150. This fee can be applied to income earned until the fee is compensated.

## 1. Hobbyist Maker:

For the individual maker that does not want to personally process online orders. This

level of maker will hand-make whales and deliver them to the community representative for online registry. A Hobbyist Level Maker will receive 50% of profits from the whales they produce.

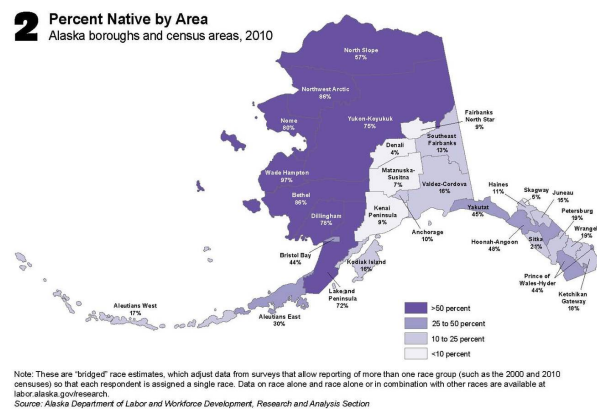
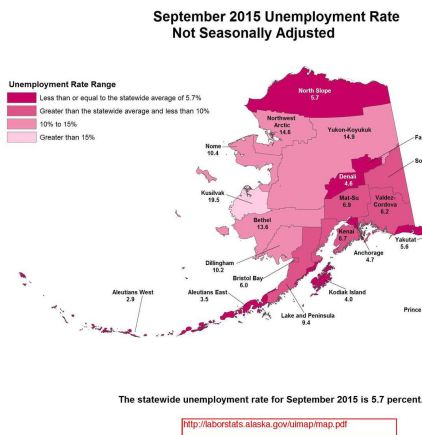
## 2. Entrepreneurial Maker:

For the individual maker that wants to personally process online orders. This level of maker will hand-make whales for wholesale and personal sale, enter them in the online registry, and fulfill online orders. This level of maker will be responsible for their own web presence and personal marketing so as to embrace personal business skills. An Entrepreneurial Maker will retain 65% of profits from the whales they sell.

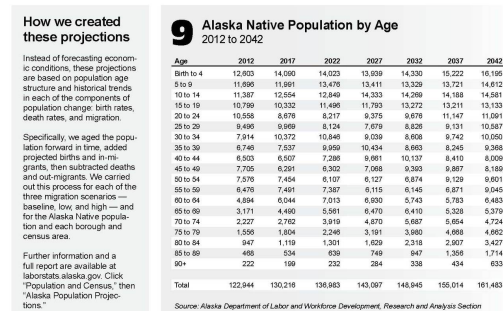
## 3. Community Representative:

For the individual maker that wants the experience of processing multiple online orders. This level of maker will hand-make whales for wholesale and personal sale, enter them in the online registry, fulfill online orders, and process Hobbyist Level whales in the same fashion. This level of maker will be responsible for their own web presence and any Hobbyist Level makers in the community. A Community Representative will retain 75% of profits from personal sales and 25% of profits from any Hobbyist Level makers they represent.

Currently in Alaska, rural areas have the highest unemployment rates. In many of these areas, there is a high percentage of Alaska Natives and young Alaskan Natives including workforce ages 16-28.



<http://laborstats.alaska.gov/trends/apr13art1.pdf>



<http://labor.alaska.gov/research/trends/jun14art1.pdf>

It could be argued that the role of a community leader is to respond to the past, document the present, and curate the future. Within rural communities, these tasks can be challenging as the landscape of a community may rely on just a few individuals. But through a method of employment that enables individuals to create products that preserve traditions, communities become empowered.

*"Homer Whales LLC"* will retain 50%-25% of each franchise sale through *"Homer Whales of Alaska"*. With the initial set-up of the website and web store with online registry, there will be the option of adding future subsidiary businesses (*"Homer Whales of Nova Scotia"*, etc.) and a world map to designate whale migration patterns and maker locations throughout the world.

Franchise makers at the Entrepreneurial Level and Community Representative Level will be responsible for accessing and utilizing the website's online registry and user profiles. They will need internet access, but will be able to use a mobile internet device or a computer to access.

Franchise makers will be responsible for acquiring their own fabrics. This can be achieved by contacting local clothing banks or re-purposing personal textiles. Individual makers will also be responsible for supplying their own fiberfill and sewing supplies. This includes establishing their own method of receiving supplies so as to instill a sense of personal responsibility with their work process.

For the franchise, through the three pre-defined tiers of maker levels each community will be able to manage their own sales/production through the online registry of the website for *"Homer Whales of Alaska"*.

## Financial Projections

Projections for franchise development begin after one year of establishing *"Homer Whales LLC"*. These figures are based on signing on an average of two new franchise makers each month, each paying \$1,800.00 for franchise fees. It is projected that each maker will sell an average of 25 whales per month, at an average price of \$32.00 per whale. That would earn each maker \$800.00 per month, with an average of 30% of monthly sales are paid to the franchise, paying the franchise \$240.00 per month, per maker, while the maker retains \$560.00 each month for approx. 5 hours of work per week and an estimated \$5.00 in supplies (out of pocket). An annual franchise fee would be assessed at \$200 per year, per maker.

For each new franchise maker, a women that received entrepreneurial training from *"Homer Whales LLC"* will be paid \$1,000 to meet with the new maker, and provide a skills training and online registry set-up.

# Company

*"Homer Whales LLC"* first launched in November with crowd-sourced start-up funds raised through a Kickstarter Campaign. Abigail Kokai, as the sole member, operates *"Homer Whales LLC"*. No outside investors are involved at this time, though there might be an opportunity for that as the business grows.

## Team

### Management Team

Abigail Kokai has 10+ years of marketing experience as a graphic designer. Her educational background is soft goods product design and community development through the arts. As a working professional artist, she has been selected for three juried artist residencies, each with the focus of teaching and working directly with new audiences in urban, micro-politan and rural communities throughout the country.

### Advisors

Bryan Zak, with the Alaska Small Business Development Center in Homer, Alaska has been an invaluable resource with business planning, and continues to provide counseling and support resources.

Nickie Knight and Kenneth Sprague with The Alaska Small Business Innovator in Homer have also provided lots of knowledge and opportunities for business development and growth. With additional accelerator assistance from their programs, *"Homer Whales LLC"* will continue to grow as a brand.

## Financial Plan

### Forecast

#### Key Assumptions

Our financial strategy is based on staying profitable while keeping expenses extremely low.

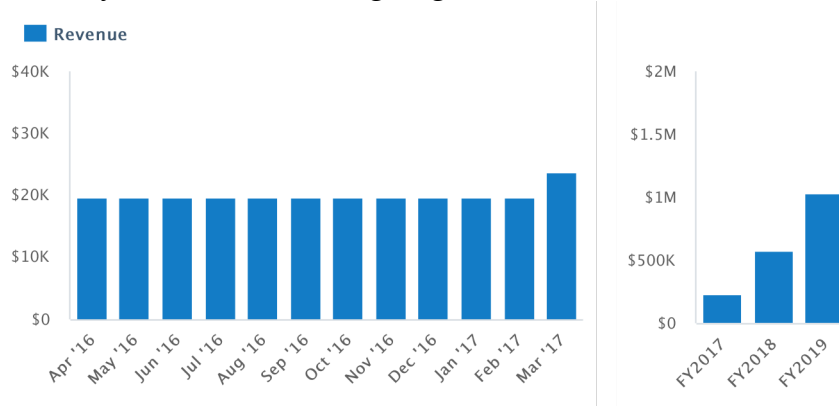
In order to reach our goals, we must complete the following keys of success:

- We must develop quality content in the form training individual makers, empowering them, and inspiring them to share through their profiles in the online registry, to establish personal connections with consumers and fans, thus self-promoting our product exposure.
- We must execute our marketing plan well, since the focus is on not spending money, while maximizing our online exposure.

- We must keep our expenses low. We don't plan on generating a large amount of revenue in the near-term, so we can't let expenses get out of control.
- We must pre-sell our product recommendations in order to get users to purchase through our site, thereby garnering income for the makers and revenue for *"Homer Whales LLC."*

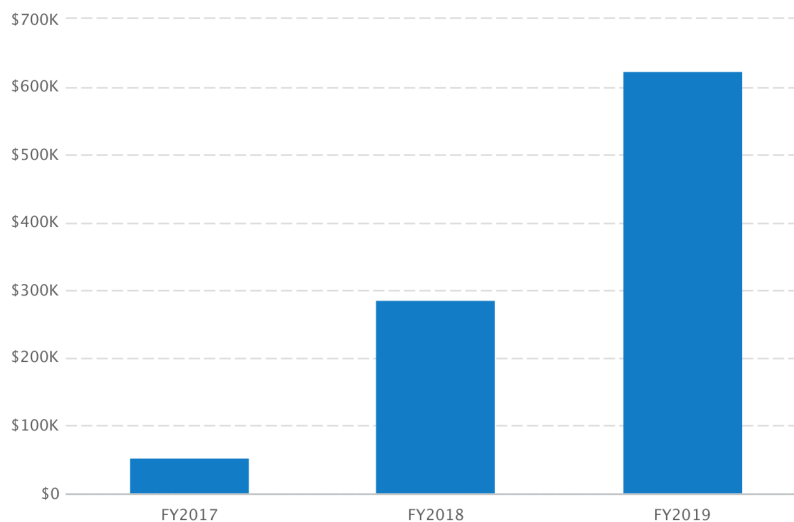
## Revenue by Month

These projections are based on *"Homer Whales LLC"* operated as a single company for one year, then developing franchise opportunities starting in the second year and continuing to grow from there.



## Net Profit (or Loss) by Year

These projections are based on *"Homer Whales LLC"* operated as a single company for one year, then developing franchise opportunities starting in the second year and continuing to grow from there.



# Financing

## Use of Funds

With initial financing of \$50,000 first year operation expenses will be paid for, including space rental to establish a work facility, equipment, marketing, website development and insurance. After the first year, net profits will cover operating expenses.

## Sources of Funds

Community Facilities Direct Loan & Grant

Program <http://www.rd.usda.gov/programs-services/community-facilities-direct-loan-grant-program>

Rural Community Development Initiative Grants <http://www.rd.usda.gov/programs-services/rural-community-development-initiative-grants>

Socially Disadvantaged Groups Grant <http://www.rd.usda.gov/programs-services/socially-disadvantaged-groups-grant>

# Statements

Here are the statements for “Homer Whales LLC” as a single company during the first year, then developing franchises starting the second year and each year after.

## Projected Profit & Loss

	FY2017	FY2018	FY2019
<b>Revenue</b>	<b>\$238,830</b>	<b>\$573,817</b>	<b>\$1,027,835</b>
<b>Direct Costs</b>	<b>\$37,280</b>	<b>\$59,760</b>	<b>\$60,250</b>
Gross Margin	\$201,550	\$514,057	\$967,585
<b>Gross Margin %</b>	<b>84%</b>	<b>90%</b>	<b>94%</b>
<b>Operating Expenses</b>			
Salary	\$67,200	\$68,832	\$70,546
Employee Related Expenses	\$13,440	\$13,766	\$14,109
Rent for Facility	\$24,000	\$24,000	\$24,000
Website Management -Outside Contractor	\$8,000	\$8,000	\$8,000
Marketing and Advertising - Outside Contractor	\$10,000	\$10,000	\$10,000
Philanthropy - North Gulf Oceanic Society	\$5,858	\$5,858	\$5,858
<b>Total Operating Expenses</b>	<b>\$128,498</b>	<b>\$130,456</b>	<b>\$132,513</b>
<b>Operating Income</b>	<b>\$73,052</b>	<b>\$383,601</b>	<b>\$835,072</b>
Interest Incurred			
Depreciation and Amortization	\$1,719	\$2,001	\$2,002
Income Taxes	\$17,835	\$95,400	\$208,268
<b>Total Expenses</b>	<b>\$185,332</b>	<b>\$287,617</b>	<b>\$403,033</b>
<b>Net Profit</b>	<b>\$53,498</b>	<b>\$286,200</b>	<b>\$624,802</b>
<b>Net Profit / Sales</b>	<b>22%</b>	<b>50%</b>	<b>61%</b>

## Projected Balance Sheet

	FY2017	FY2018	FY2019
Cash	\$35,992	\$329,263	\$972,797
Accounts Receivable	\$0	\$0	\$0
Inventory			
Other Current Assets			
<b>Total Current Assets</b>	<b>\$35,992</b>	<b>\$329,263</b>	<b>\$972,797</b>
Long-Term Assets	\$20,000	\$20,000	\$20,000
Accumulated Depreciation	(\$1,719)	(\$3,720)	(\$5,722)
<b>Total Long-Term Assets</b>	<b>\$18,281</b>	<b>\$16,280</b>	<b>\$14,278</b>
<b>Total Assets</b>	<b>\$54,273</b>	<b>\$345,543</b>	<b>\$987,075</b>
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$4,831	\$23,850	\$52,067
Sales Taxes Payable	\$936	\$6,987	\$15,500
Short-Term Debt			
Prepaid Revenue	\$0	\$0	\$0
<b>Total Current Liabilities</b>	<b>\$5,767</b>	<b>\$30,837</b>	<b>\$67,567</b>
Long-Term Debt			
<b>Total Liabilities</b>	<b>\$5,767</b>	<b>\$30,837</b>	<b>\$67,567</b>
Paid-in Capital			
Retained Earnings	(\$5,000)	\$28,506	\$294,706
Earnings	\$53,506	\$286,200	\$624,802
<b>Total Owner's Equity</b>	<b>\$48,506</b>	<b>\$314,706</b>	<b>\$919,508</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$54,273</b>	<b>\$345,543</b>	<b>\$987,075</b>



## Projected Cash Flow Statement

	FY2017	FY2018	FY2019
<b>Net Cash Flow from Operations</b>			
Net Profit	\$53,498	\$286,200	\$624,802
Depreciation and Amortization	\$1,719	\$2,001	\$2,002
Change in Accounts Receivable	\$0	\$0	\$0
Change in Inventory			
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$4,831	\$19,019	\$28,217
Change in Sales Tax Payable	\$936	\$6,051	\$8,513
Change in Prepaid Revenue	\$0	\$0	\$0
<b>Net Cash Flow from Operations</b>	<b>\$60,984</b>	<b>\$313,271</b>	<b>\$663,534</b>
<b>Investing &amp; Financing</b>			
Assets Purchased or Sold	(\$20,000)		
Investments Received			
Change in Long-Term Debt			
Change in Short-Term Debt			
Dividends & Distributions	(\$5,000)	(\$20,000)	(\$20,000)
<b>Net Cash Flow from Investing &amp; Financing</b>	<b>(\$25,000)</b>	<b>(\$20,000)</b>	<b>(\$20,000)</b>
Cash at Beginning of Period	\$8	\$35,992	\$329,263
Net Change in Cash	\$35,984	\$293,271	\$643,534
<b>Cash at End of Period</b>	<b>\$35,992</b>	<b>\$329,263</b>	<b>\$972,797</b>